"Gee-Gee's Portrait."

NC 2165
W 14
T C

Every Testimonial we publish is a "free will offering," taken at random from a large collection.

JNO. ATWELL, Pres't. W. H. RAMSEY, Cashier. M. C. PENNOCK, V. Pres't.

THE ALLIANCE BANK COMPANY,
SUCCESSORS TO
FIRST NATIONAL BANK.

Mess. E. P. Waite & Co., No. 88 Fifth Avenue, N. Y. Alliance, Ohio, Nov. 30th, 1887.

Gents :—On the 28th inst. I received from you by "Express," a package containing a crayon portrait of my wife, for which I return you in N. Y. Ex. $14,50 the receipt of which please acknowledge. This is the second crayon picture I have from you (self and wife) and am pleased to say the parties interested, "the family" and others are well satisfied with the truthfulness of the pictures and the general execution of same. Other parties who have seen them pronounce them good—could I not replace them, I would not be without them for more than double their cost.

Respectfully, &c. JNO. ATWELL.

E. P. Waite & Co., New York. Spencerport, Monroe Co., N. Y., Aug. 8th, 1887.

Gentlemen :—I hereby acknowledge the safe arrival of the portrait of my deceased wife. Words are tame to express the pleasure I take in its possession and the satisfaction in showing it to my friends. It is the admiration of all who knew her as a correct and beautiful reproduction of her own dear self. Please accept my sincere thanks for the promptness and faithfulness in executing my order. Anything that I can do in recommending your work or furthering your success, will be gratefully done as you may suggest. Yours sincerely B. H. GOFF.

Messrs. E P, Waite & Co., New York ——— Carson, Iowa, Aug. 8th, 1887.

Gentlemen :—The crayon portrait of my wife was duly received on the 6th. Permit me to say to you, that, the work is beyond my expectation and no amount of money would induce me to part with it, could I not get another. You will please accept many thanks for the good work you have done, and at all times consider me an earnest advocate in your behalf with the doubting public. You have permission to refer to me for any good I can do you in future. With pleasure I am,

Truly yours G. W. CATE. Carson, Pottawattamie Co., Iowa.

E. P. Waite & Co., New York. ——— Sorento, Ill., Aug. 13, 1887.

Gentlemen :—I received the portrait of my dead wife made from a small photograph, and I am well pleased with it. Those who knew the original in life agree that it is a perfect likeness. Please send me prices and I think I will be able to send you some more work,

Yours truly W. D. MATNEY, M. D.

E. P. Waite & Co. ——— LaFayette, Ala., Nov. 17, 1887.

Dear Sirs :—I am in receipt of my father's portrait, made by you from an ambrotype. All that I can say is that it comes up to my most sanguine expectations and is a perfect picture. I want two more portraits made. Yours N. D. DENSON.

E. P. Waite & Co., N. Y. ——— Springville, N. Y.. Aug. 19, 1887.

Gentlemen :—The picture received and to say it pleases us is putting it very mild. We are more than pleased with it. Certainly a better one than we expected could possibly get. Will send you more work soon. Yours truly J. P. MYERS.

Messrs. E. P. Waite & Co., New York. ——— Decatur, Ill., Aug. 8th, 1887.

I received the crayon in good order, and I am highly pleased with the Crayon as to the workmanship. It has been pronounced very fine by those that have seen the picture, and I will cheerfully recommend your house to all who need work done. Yours respectfully J. D. WHEELER, M.D.

Messrs. E. P. Waite & Co., New York. ——— Oostburg, Wis , Nov. 3, 1887.

Gentlemen :—I received the pictures to-day by express. They are, like the others, elegant pieces of work. You made some fine life-size pictures for me and all who saw them do express their opinion by saying "I wish I had a couple of that kind too." I gave your address to a few of my friends who are interested in and have tastes for that kind of work. Yours respectfully, DR. E. WAS.

Messrs. E. P Waite & Co., New York. ——— Saratoga Springs, Aug. 7th, 1887.

The crayon portrait of my father reached me just before leaving home. It more than equals our expectations. It is so life-like that it seems almost an actual presence. I can truthfully say, that it is the best crayon work that I have ever seen, and I consider myself very fortunate in its possession. Very sincerely, MRS. W. S MILLER.

Messrs. E. P. Waite & Co., New York, N. Y. ——— Damariscotta, Me, Nov. 18th, 1887.

Gents :—The two portraits which you made for me and my wife, came safely to hand. We are much pleased with them, also our many friends who have seen them say they are very fine pictures. The only wonder is how you do these portraits for the price of the frames only.

Yours very truly, ADDISON AUSTIN.

In issuing our Catalogue for 1888, we desire to thank our patrons and friends for their kind favors in the past. It has been necessary to advance our prices some, but we believe that our customers generally understand that it was unavoidable, as owing to the amount of care and labor bestowed on our pictures during past years much of our work has been done at an actual loss. We do not complain about this, and we thank you just as warmly and sincerely for your favors. But the quality of work we have been making during the past year, calls for an increase in price to enable us to make anything in 1888.

Trusting you will continue to favor us with your orders, we remain,

Yours respectfully,

E. P. WAITE & CO.

THE HENRY FRANCIS du PONT
WINTERTHUR MUSEUM
LIBRARIES

Between page 24 and the Back Cover

OF THIS BOOK

YOU WILL FIND A CERTIFICATE.

As January comes right after our busiest time (the Holidays), we naturally expect work to be a little more dull during January and the fore part of February, than at any other time. During this period we will be pleased to accept your orders and allow rebate as per Certificate.

Please tear out Certificate and forward same to us. If you do not use Certificate please tear it out and destroy it,

KINDLY PRESERVING CATALOGUE FOR FUTURE REFERENCE.

Yours respectfully,

E. P. WAITE & CO.,

88 FIFTH AVENUE, NEW YORK.

In presenting the Illustrations that accompany this Catalogue, it is proper to observe that we have been actuated by the considerable artistic merit of some of the subjects, and the belief that they would prove interesting to a number of our patrons and friends. This is our explanation for presenting something that might be deemed slightly foreign to the subject matter in hand.

"The Declaration."

IT IS TRUE

THAT no words we can command could adequately describe to you the unceasing labor and the constant anxiety that is with us, in our efforts to have every CRAYON PORTRAIT we make as fine and as true as it is possible to get it.

Nothing is more difficult or wearing upon the constitution than the work of making a Portrait, where it is conscientiously conducted, where every faculty of the mind is employed to obtain a perfect, an exact expression, and at the same time maintain a fine quality of work.

Of course where the work is done in a merely perfunctory manner these remarks do not apply.

But the first method must be employed to obtain the best results and we hope it will not seem presuming, to ask your friendship or kindly feelings for the artist, whose efforts have resulted in affording you intense and perfect satisfaction. Is it bold to ask that you will try to obtain an order for him or interest some of your friends in his work. It may not be in his power to offer you any substantial recognition: it may be all he can do to make a living at present. It is possible that the quality of the work and the price at which it is done, barely afford a living, so that the artist can only return to you his heartfelt thanks for any interest you may be pleased to take in his work, but he can and does make an earnest covenant with you that any friends of yours who will extend to him their patronage shall receive conscientious treatment and be

GUARANTEED PERFECT SATISFACTION.

"The Young Artist."

OUR WISH FOR THOSE WE LOVE.

IF we were asked what we desire for those we love, we should no doubt reply their presence and their happiness. Circumstances may often prevent the first and our best wishes are sometimes powerless to secure the latter. Sickness and suffering, care and anxiety may place their corroding trace on those we love best, however hard we may try to cherish and protect them.

But one thing we may secure of our loved ones, small as it may be in comparison with these other two benefits, it is yet not devoid of an enduring satisfaction.

We may possess a life-like representation of those we love.

A PORTRAIT OF THEM TAKEN AT THEIR BEST!

something that will not change or fade, but that will look down on us from the walls of our home, with the same expression as the original regarded us in perhaps happier hours. Surely there is something here to perpetuate the fondest memories, to neutralize the ravages of time. To secure the best, the most faithful and the most artistic production that is attainable in this art, may well be worth our earnest consideration.

"He's spoiled a whole page in my new copy-book."

A Matter of Taste.

Everybody knows that it is not the price that makes the picture, but the ability and labor of the artist.

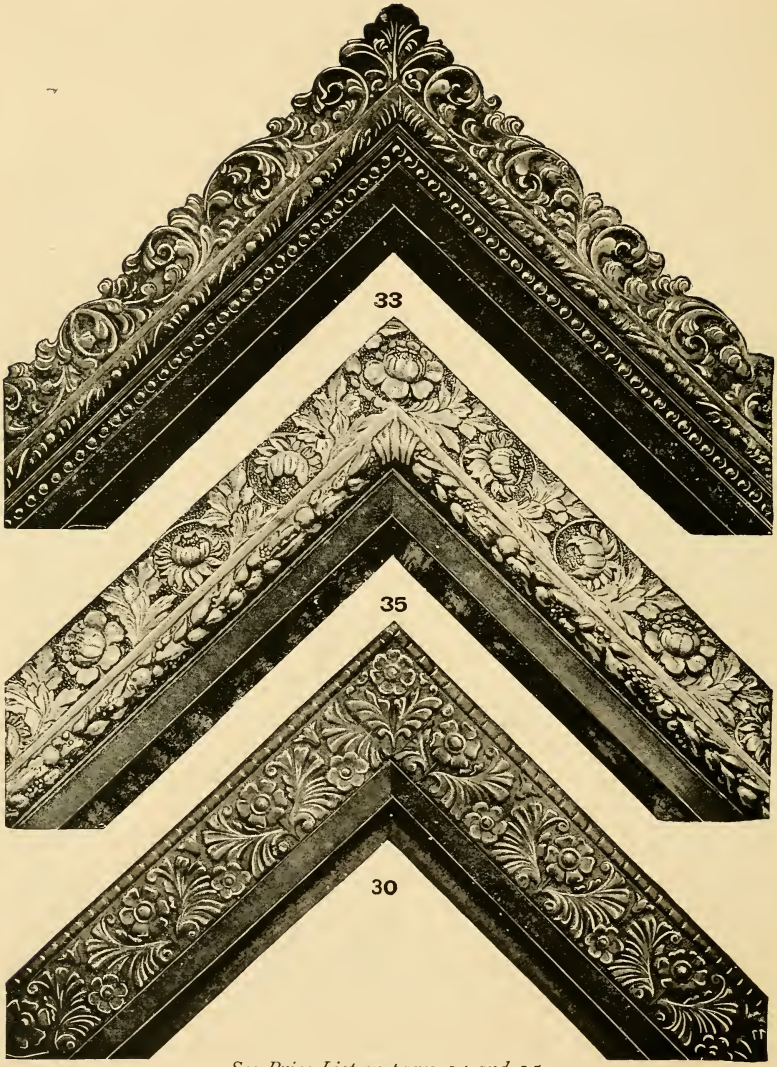
A high price can be and often is paid for very ordinary work, while on the other hand, a picture is bought that costs so little money that it cannot but be cheap in the opinion of the purchaser, and yet this last picture may be as far from being a good investment as the first.

Buying a Picture is like purchasing a Diamond.

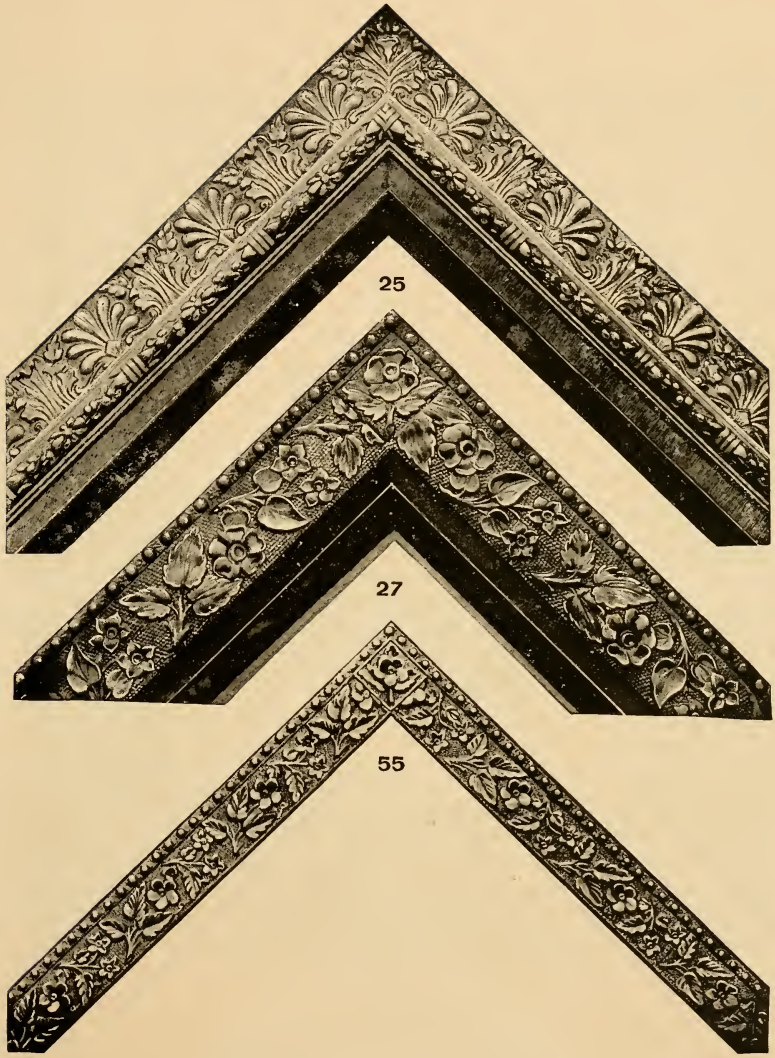
If you buy an imitation of a diamond you will lose, no matter how little you pay for it, it will turn out that it was not worth the little it cost; while on the other hand if you buy a diamond for less than its intrinsic value, you lose nothing even though you invested more money.

JUST SO WITH A PICTURE.

If you hang up a worthless thing in your house, you will soon come to recognize what it is and it will afford you no comfort, while if you secure a work of art it will never cease to give you pleasure, and you will realize more and more each day, that you have obtained a rare bargain, from a pecuniary as well as an artistic standpoint.



See Priee List on pages 14 and 15.



See Price List on pages 14 and 15.

This is Portrait and Frame No. 41.

See Price List page 15.

Studio of E. P. WAITE & CO.,

88 FIFTH AVENUE, NEW YORK.

We

desire to state that we make a CRAYON PORTRAIT that from an artistic and financial standpoint judged upon its value, in comparison with other work or its own individual artistic merit as a beautiful piece of work and true likeness, is CHEAP at $20; Portrait alone, without frame. But we are now taking orders at a very much lower figure, as the prices contained in this Catalogue will show.

In another year we hope to sell our Portraits without Frame for $20, as the poor and cheap work that is offered the public in such large quantities at present, may have the effect of causing more discrimination to be exercised in the future as to where orders are placed.

Yours Respectfully,

E. P. WAITE & CO.

"Northern Belles."

"Southern Cherubs."

Price List for 1888.

No. 33 is a deep BURNISHED BRONZE FRAME, FLORENTINE PATTERN, width of moulding is 7 inches, divided as follows: $4\frac{1}{2}$ inches Deep Burnished Bronze, $1\frac{1}{4}$ inch Burnished Gilt, $1\frac{3}{4}$ inch Silk Velvet Plush.

This frame is considered to be one of the finest and richest Bronze Frames made.

Price with Portrait, - - - - $30.00

The same pattern in all Gilt, with Portrait, - 28.00

No. 35 is a deep BURNISHED BRONZE FRAME, width of moulding is 7 inches, divided same as No. 33. This is one of the most massive and elegant frames that can be found anywhere for the money. It is Burnished in 3 colors.

Price with Portrait, - - - - 27.00

This style in all Gilt, with Portrait, - - - 25.00

No. 30 is a fine BURNISHED BRONZE FRAME, flat Pattern, $3\frac{1}{2}$ inches Burnished Bronze, $1\frac{1}{4}$ inch, Burnished Gilt, $1\frac{1}{4}$ inch, Silk Velvet Plush. The Burnished Bronze of this frame is in three colors. The Burnish is most beautiful and brilliant. The pattern admits of obtaining the best effects as regards a brilliant Burnish. This frame in Bronze is a beauty.

Price with Portrait, - - - - 23.00

The same pattern in all Gilt, with Portrait, - - - 21.00

No. 25 is a deep Bevel $3\frac{1}{2}$ inches BURNISHED BRONZE, $1\frac{1}{4}$ inch BURNISHED GILT, $1\frac{1}{4}$ inch SILK VELVET PLUSH. This Frame is 6 inches in depth of moulding, being the same width as Nos. 30 and 27, only it is deep Bevel instead of being flat pattern like Nos. 30 and 27. No. 25 in Burnished Bronze with Gilt and Plush inside.

Price with Portrait, - - - - 24.00

The same pattern in all Gilt, with Portrait, - - - 22.00

For Engraving of Frames, see pages 8, 9, and 10.

Price List continued.

No. 27 is a fine BURNISHED BRONZE FRAME, flat pattern, 3½ inches Burnished Bronze, 1¼ inch Burnished Gilt, 1¼ inch Silk Velvet Plush ; Total 6 inches width of moulding.

Price with Portrait, - - - - $22.00

The same pattern in all Gilt, with Portrait, - - - 20.00

No. 55 is a BURNISHED BRONZE FRAME, 1¼ inch Burnish.

Price with Portrait, - - - - 21.00

The same pattern in all Gilt, with Portrait, - - - 20.00

No. 41 is a fine deep GILT FRAME. To any one wishing a Gilt Frame we can recommend this pattern as something rich and tasty. The frame is 4 inches deep Gilt moulding of the finest quality and 1½ inch Silk Velvet Plush. This is a really fine frame.

Price, in all Gilt with Portrait, (see Portrait and Frame, page 10), 25.00

Our Bronze Frames are all of the finest quality ; we do not use any of the cheaper grades of Bronze Frames. We guarantee in each and every case to give you genuine hand-burnished goods. These are our Specialty.

Where two heads are required on one Crayon the charge is $5.00 extra ; where a full figure is required the charge is $2.00 extra.

The Crayon is 20 by 24 inches, and the outside measurement of the frame 32 by 36 and 34 by 38 as above, according to size of frame selected.

If you have any doubts as to the advisability of embracing this opportunity, please bear in mind you are to examine Portrait and Frame before you pay out one cent.

Yours respectfully,

E. P. WAITE & CO.,

88 5th AVENUE, NEW YORK.

The above is our price for LIFE SIZE BUST CRAYON PORTRAIT and Frame complete during 1888. We value the Portrait alone at $20, and believe that by 1889 the quality of our work will be so well known, that no one will expect a Portrait under $20, unframed. It is with that end and price in view, that we are turning out our present grade of work.

E. P. W.

For Our Terms, see page 19.

"Guilty or Not Guilty."

WE have herewith presented to our patrons and friends our Price List for 1888. The prices contained in this Catalogue will be found Low,

WHEN THE

Quality of the Work is taken into consideration.

IN the back of this Book will be found a Certificate entitling you to a rebate from the Price List in this Catalogue, provided this Certificate is forwarded to us before the time expires.

BUT POSITIVELY NO REBATE CAN BE ALLOWED FROM THE PRICE LIST WITHOUT CERTIFICATE.

"Evening Prayer."

OUR TERMS.

WE are trying and shall always strive to make our Portraits worth more than we ask for them, we shall never spare either labor or expense looking to that end.

We can, of course, only fix the price for Portraits as they stand in our studio in New York. Parties living at a distance will be called upon to pay the cost of transportation, but we wish ro make that as light as possible. Our Portraits weigh boxed about 40 pounds each. Railroad freight is generally charged by the 100 pounds. Express charges are for the actual number of pounds sent. Where the distance is so great that express charges will cost much in excess of railroad freight, we are willing to send in the latter way, if parties have a commercial rating or will make themselves known to us. But in all other cases we send by express C. O. D., with privilege of examination, except where the Adams Express Company is the only office doing business in your place; in that case it will be necessary to make yourselves known to us and have the Portrait sent by railroad freight as this Express company will not accommodate either you or us by allowing you to inspect the picture before paying for it, and we ask no one to pay for a picture till they have seen it.

See Price List, Pages 14 and 15.

What makes Success?

Probably very few people ever failed of attaining a fair measure of success in business who sought to give their customers full value for their money and who were content to practice some economy and self-denial in order that they should be able to do this.

To charge a large profit in order to meet high expenses is likely to curtail the sales and thus prevent, perhaps, any profit from being realized. Correct business principles have most generally governed the successful business man.

NOW WE WOULD LIKE TO SEE

Every Artist Realize this Fact. Many an Artist says:

"I won't half try on this Picture, I don't get enough for it." Now that is the very reason why he should try all the harder, so as to make work that will be in demand; then orders will increase and he will be able to get higher prices for his work, but it can never be done by the first method. That is what they call putting the cart before the horse; it is not necessary to remark that the cart will never pull the horse, but there is occasion for us to observe that poor work will never lead to high prices.

TO EVERY ARTIST WE SAY:

"PIN YOUR FAITH ON FIRST-CLASS WORK AND TIME."

Those are the elements that will assist you to obtain good value for your work.

Messrs. E. P. Waite & Co. Alfred Centre, N. Y., Nov. 14. 1887.

The pictures which you crayoned for me came Nov. 2d. I think; but I have been so busy since that I have neglected to respond to your request for my opinion of them. I am pleased to say that they give perfect satisfaction and I congratulate myself on getting so good work so cheaply.

Yours very truly, E. F. SAUNDERS.

E. P. Waite & Co. ——— Waterbury, Conn., Nov. 18th, 1887.

Messrs.:—The portrait of two heads came, and we are much pleased with it and consider it a natural picture which is what we most desired. With many thanks for your work I will sign myself

MRS. O. G. CAMP, 38 Cherry St., Waterbury. Conn.

E P. Waite & Co. ——— St. Paul, Minn., Sept. 21st. 1887.

Sirs:—The two portraits are at hand, and are highly satisfactory. I have no criticism to make for I am more than pleased with your work. I hope the other two which I sent you will be finished as promptly as these. I shall need them by the fifteenth of October, as they are to be given as a wedding present at that time. Hoping you will prosper in all your work, I am

Respectfully MRS. E. SIMONTON.

E. P. Waite & Co., N. Y. ——— Rochester, N. Y., Sept. 28, 1887.

The likeness of my son taken from tin-type is received, and is perfectly satisfactory. Better than I supposed you could get. Yours truly H. B. HATHAWAY.

Messrs. E. P. Waite Co. ——— West Newton, Pa., Oct. 21, 1887.

Gents.—We have just received the two portraits you last made for us, they are very good. Also the one before you made from the old dim photograph we sent you, was almost perfect. Receive our thanks. Yours respectfully, N. WEDDLE, JR.

P. S.—The above is the expression of all that see the portraits.

E. P. Waite & Co, New York. ——— Stillwater, Minn., Nov. 5, 1887,

I received the crayon portrait all right. Am very much pleased with it. Think it a perfect copy of the photograph. Shall do all I can to advertise your work. I am Very respectfully

——— B. G. MERRY.

Mess. E. P. Waite & Co., 88 Fifth Ave., New York. Camden N. J., Oct. 19th, 1887.

Gentlemen:—The portrait was received yesterday, it gives perfect satisfaction and is fully up to my expectations. This is the third one you have made for me in the past year and I must say I am very well pleased with them all and consider your work as good as can be done anywhere.

——— Respectfully yours A. J. FULLMER.

Messrs. E. P. Waite & Co Des Peres, St. Louis Co., Mo., Sept. 11, 1887.

Gentlemen:—The crayon you sent to me arrived in safety on time. It is a splendid, well-worked portrait, a masterly work. I am perfectly satisfied with it. Everyone praises the same.

Very respectfully yours THEODOR MIESSLER.

E. P. Waite & Co. ——— Rainsboro, O., Aug. 27, 1887.

Gents:—Crayon portraits to hand, and give perfect satisfaction. Indeed, they exceed my expectations. The frame is a beauty and the portraits are pronounced by an art critic as "magnificent,' and worth One Hundred dollars. Yours &c. D. N McBRIDE, M.D.

Messrs. E. P. Waite & Co. ——— West Swanzey, N H., Sept. 24th, 1887.

The portrait arrived here last night. We consider it a fine piece of work, and feel perfectly satisfied with it. Think the frame beautiful and should we decide to have more copied soon, could you do them on the same terms as this one. Yours truly, C. L. RUSSELL, West Swanzey, N. H.

Messrs. E. P. Waite & Co., New York. ——— Minster, O., Nov. 16th, 1887.

Dear Sirs:—Portrait of our Mayor Laufersweiler received some time ago, and must say gives universal satisfaction by all that have seen it as yet. Mr. L. himself has not seen it so far, as it is meant for a Christmas gift. I must also state herewith, all the work sent out here so far, is considered very good, With many thanks for past favors. I am Very respectfully yours

——— ELISABETH SCHMIEDER.

Messrs. E. P. Waite & Co., New York City. Brownsville, Pa., Oct 19.h, 1887.

Dear Sir;—The crayon portrait of my wife and son came to hand while I was from home. My family and myself think they are very perfect and all persons that have seen them think they are splendid specimens of art. The highest degree of skill is shown on the work. Our kind regards to you for your favors. Yours truly WM. M. LEDWITH.

Also enclosed you will find a notice of it in our papers.

E. P. Waite & Co, N. Y. ——— Hebron, Neb., Aug. 20, 1887.

Gentlemen:—The crayon picture of my baby boy arrived in good condition and am happy to say that it is a better piece of work than I had anticipated and you have my thanks and best wishes for the same. I will further state that it has been very much admired by all who have seen it and pronounce the best crayon work they had ever seen. Respectfully W. D. GALBRAITH.

N. B.—I have been requested to ask if you will furnish others at the same rates.

E. P. Waite & Co., New York. ——— Spring Valley, Ill., Aug. 15. 1887.

Gents:—The portrait of my wife made by your firm some time ago, is entirely satisfactory to her and myself. I take great pleasure in hearing testimony to the excellence of your work.

Yours truly, M. BARTON.

Messrs. E. P. Waite & Co., 88 Fifth Ave. Buffalo, N. Y., Nov. 18th, 1887.

Sir:—I neglected to answer your request, concerning my opinion of the picture you made for me about one month ago. I will now say that I am well satisfied with same and is the verdict of my friends, that it is an excellent picture and could not be improved upon. I have a sister that will write to you this week concerning another picture. Respectfully yours, ROBERT DEMPSTER.

E. P. Waite & Co., New York. ——— Cambridge, Ohio, Nov. 24, 1887.

Gentlemen.—I have the pleasure of acknowledging receipt of "Crayon Portrait" No. 3574 B. in good condition and wish to say that I am very much pleased with the work. Accept thanks.

Yours A. R. MURRAY.

Messrs E. P. Waite & Co., New York City. ——— Las Animas, Colo., Oct. 28th 1887

Gentlemen:—The crayon portrait of my wife came to hand this morning. It is an exact copy of the photograph. I sent you, and is acknowledged as a perfect likeness, and a very fine picture by all who have seen it. It is finer and better work in every way than some in our town for which parties paid $35.00 and $40 00. Please accept my many sincere thanks for your kindness in sending me this If I can ever be of any service to you in any way, I will take pleasure in doing my utmost, and will use every opportunity to show and praise your work. Once more thanking you, I am ever at your service. HENRY W. BRESSLER.

E. P. Waite & Co. ——— Washington, D. C., Nov. 11, 1887.

Gentlemen:—Received the portrait to-day. It is exactly what I expected and what I wanted—a perfect picture of my wife; all who have seen it pronounce it A, No. 1. I hope in the near future to be able to give you more orders. By the way, I noticed a few weeks since, that you have taken pictures for parties in Adams Co., Pa. I hope you may realize the patriarchal benediction: "May there still be more." That is my native County, having been born and brought up in the historic town of Gettysburg. I gave several of your certificates to parties in that County and if they have been instrumental in furnishing you a job, I shall be glad indeed.

Respectfully, C. X. MARTIN, 1325 9th St., Northwest

In any correspondence you may have in that locality, you can mention my name. I guess I am pretty well known thereabouts, particularly in Gettysburg.

E. P. Waite & Co. ——— Lawrenceville, Pa., Nov. 22d, 1887.

Dear Sirs:—The portrait of Mrs. C. C. Day, which was sent to her two weeks ago, was delivered by the Express Co. last Friday, and we were allowed to open it and it was found to be as we fully expected, perfectly satisfactory, indeed it is a better picture than I supposed could be taken from that small photograph. This is more natural and life-like than that and I am perfectly delighted to have so excellent a portrait of my mother, The portrait of my father sent to me from your studio something more than a year ago has been pronounced an elegant picture, and I am sure this is its equal. Hoping I may be able to send you other orders at some future time, and heartily thanking you for past favors, I am, Yours trnly MRS. J. L. DARLING.

Messrs. E. P, Waite & Co. ——— Adams Centre, N. Y., Oct. 5, 1887.

Gentlemen:—The portrait which you made for me was received yesterday. It is quite satisfactory and is warmly praised by all who have seen it. It will afford me pleasure to commend your work whenever an opportunity presents. With thanks for your skillful art, I am

Very truly, FRED. C. BAILEY, M.D.

E. P. Waite & Co., 88 Fifth Ave., New York. ——— Dodge City, Kan., Oct. 7th, 1887.

Gentlemen:—I assure you that myself and wife are well pleased with your portrait of me. Also, my friends and acquaintances to whom I have shown it, and as soon as my wife will permit me I will place it in some conspicuous place, and hope that you may derive some benefit therefrom, for your masterly workmanship, but at present she is too much infatuated with it to let it go from home.

Yours sincerely FRED. SINGER.

E. P Waite & Co., 88 Fifth Ave., N, Y. ——— Bushnell, Ill,, Oct. 12th, 1887.

Dear Sirs:—I received the portrait yesterday in good condition. You ask for a candid expression of my opinion of your work, I think that the portrait is perfect. I never had a picture of myself before that I liked. Several have seen the work already, and only one had any suggestion to make, he said, "If I could only see it breathe it would be all right." My wife says that it could not be bought at any price. If anyone should want any work of the kind done, what shall I tell them is the price? I would not allow the portrait returned for twice what it cost me. Now I shall want one of my wife's portraits, as soon as I can get a good cabinet of her, she has never had a good picture yet. Now what will one of hers cost? I shall take pleasure in recommending your work to all inquirers. My brother paid $50 00 for a portrait of himself, and I tell you truly it is not to be compared with mine

Very respectfully yours W. E. PRITCHARD, M.D.

How you could make the portrait more natural than the original (Cabinet), is more than I can possibly understand.

E. P. Waite & Co. ——— Chatham, N. Y., Oct. 23d, 1887.

Dear Sirs:—I received the crayon in good order and feel perfectly satisfied with both the work and the frame. Have compared it with the work of many other artists, but have seen none which suited me better. Very gratefully yours A. PETTIT.

"Three children went to ramble
Where grew the flowers so gay."

E. P. Waite & Co.,

CRAYON PORTRAIT ARTISTS,

88 Fifth Avenue, N. Y.,

GUARANTEE FROM ANY PHOTOGRAPH THAT IS ENTIRELY

SATISFACTORY, TO MAKE A LIFE-SIZE BUST

CRAYON PORTRAIT EQUAL TO LIFE.

A Perfectly True Likeness,

Work that is Beautiful in Finish

And of the Highest Artistic Merit

IS ABSOLUTELY GUARANTEED BY US.

GOOD FOR $10 IN WORK.

Certificate and Order.

(TEAR UP IF NOT USED):

This Certificate and Order are good for TEN DOLLARS ($10), in CRAYON PORTRAIT WORK, if torn out of this book and mailed to us within 30 days from February 10th, 1888, under the following circumstances. You can select any style Portrait and Frame you wish from the Catalogue of 1888, at the price therein marked. You can deduct $10 from that price and send this Certificate and order to us during the time it is in force, and it will be acknowledged as taking $10 off the price. But under no circumstances will over one certificate be accepted with one order and no rebate exceeding $10, will be allowed on any single Portrait and Frame selected from our Price List and Catalogue of 1888.

Yours respectfully,

E. P. WAITE & CO., 88 Fifth Avenue, N Y.

Messrs. E. P. WAITE & CO.

Gentlemen:—Please put my Portrait in Frame No.....deduct rebate of $10 from Catalogue and Price List of 1888, leaving the net cash Price.....which I agree to pay on receipt of Portrait and Frame if same prove satisfactory.

.....

.....

.....

GOOD FOR $10 IN WORK.

Certificate and Order.

(TEAR UP IF NOT USED.)

This Certificate and Order *are good for* TEN DOLLARS (*$10*), *in* CRAYON PORTRAIT WORK, *if torn out of this book and mailed to us within 30 days from January 10th, 1888, under the following circumstances:*

You can select any style Portrait and Frame you wish from the Catalogue of 1888, at the price therein marked. You can deduct $10 from that price and send this Certificate and Order to us during the time it is in force, and it will be acknowledged as taking $10 off the price. But under no circumstances will over one Certificate be accepted with one order, and no rebate exceeding $10, will be allowed on any single Portrait and Frame selected from our Price List and Catalogue of 1888.

Yours respectfully,

E. P. WAITE & CO.,

88 FIFTH AVENUE, N. Y.

MESSRS. E, P. WAITE & CO.,

*Gentlemen:—Please put my Portrait in Frame No.*_____ *deduct rebate of $10, from Catalogue and Price List of 1888, leaving the net Cash Price*_____ *which I agree to pay on receipt of Portait and Frame, if same prove satisfactory.*

_____

_____

_____

Messrs. E. P. Waite & Co., 88 Fifth Ave., N. Y. Hollidaysburg, Pa., Oct. 16, 1887.

Dear Sirs :—I received from your Studio the portrait of my father. It is useless to say I was very much delighted to see it, also the good work done upon it ; and the frame was beyond my expectations for the amount of money invested. Excuse delay.

Very Respectfully
WILL J. MATTHEWS.

E. P. Waite & Co. ——— Waterbury, Conn., Oct. 14th, 1887.

Gents :—The crayon portrait of our baby arrived all in good order, and we are very much pleased with it, in fact we think it is as near perfect as it possibly could be, and all of our friends and everybody that has seen it, pronounce it a beautiful picture.

Very respectfully yours MR. and MRS. D. C. WOODING, No. 16 Burton St.

E. P. Waite & Co. ——— Hamilton, Ohio, Aug. 24th, 1887.

I received the portraits a week ago, and they went beyond my expectations. I do no think that your work could be excelled. Father has been dead five years, and I cannot express my feelings as to how I felt when I received such a life-like portrait. I intend to order another off the same portrait in a few days. Accept my thanks. Respectfully yours, MRS. JAMES FRAILEY.

E. P. Waite, Esq. ——— Masontown, Pa., August 19th, 1887.

Dear Sir :—Our expectations are frequently fostered by our desires. No desire seems greater than for a long and happy life, and the good health and long life of those to whom we are most ardently attached. When they are gone the next strongest desire is to have a picture to look so nearly like them, that it may, if possible, be taken for them. Our expectations were wrought up to a high degree, while waiting the completion of your painting of our deceased grand daughter. It was received on the 18th inst., and is fully up to our expectations, fills our desire, is what we want.

Truly yours
A. MACK.

E. P. Waite & Co. ——— Eminence, Ky., June 8th, 1887.

Dear Sirs :—The portrait received in good order. It is splendid. It looks as much like life as a picture could. I am so well pleased with the work, frame and all, I can recommend the house to any one Yours very respectfully, LAURA GOULD.

Messrs. E. P. Waite & Co., New York City. Winchester, Ky., June 7, 1887.

Gentlemen :—Your crayon portrait of me is received, and I assure you that both it and the frame give perfect satisfaction. The portrait is decidedly the finest I have ever seen, and is pronounced by every one as most excellent, both in its workmanship and its trueness to the photograph.

Yours very truly, E. S. JONETT.

——— Law Offices of ALPHONSE PHILIPS.

E. P. Waite & Co., New York. New Orleans, La., June 6, 1887.

Gentlemen :—The crayon made by you of my little son was received Saturday, and it more than pleases, not only myself and family, but also all friends that know the original. It is truly and honestly a work of art outside of the perfect likeness. How you can afford to make such a portrait, and furnish a frame for the amount you charge, I do not understand. With many thanks, I remain,

Yours very respectfully. ALPHONSE PHILIPS.

——— JOS. E TOWNSEND, Attorney at Law.

E. P. Waite & Co. El Paso, Texas, Aug. 23d, 1887.

Dear Sirs :—To-day I received by Express, the crayon portrait of my mother from your firm, and I wish to express to you my satisfaction with the picture, and thank you for prompt attention to the order. The portrait is lifelike and natural, very much more so than the photo from which it was taken, and it does credit to your firm.

Respectfully yours, MRS. J. E. TOWNSEND.

——— The First National Bank.

E. P. Waite & Co., New York. Wilkesbarre, Pa., June 9, 1887.

Dear Sirs :—Crayon of my little girl has been received. We are very much pleased with it.

Respectfully yours, P. M. CARHART.

E. P. Waite & Co. ——— Shenandoah, Ia., June 7, 1887.

I received my portrait in due time Am more than satisfied with it. It could be no better.

Very respectfully, EMMA JONES.

E. P. Waite & Co. ——— Troy, N. Y., June 11, 1887.

Gents :—We are pleased with the picture ; it is a perfect likeness and a very fine piece of work.

Yours, &c. CHAS. H. DARLING, North Adams, Mass.

E. P. Waite & Co., N. Y. City. ——— Abington, June 13, 1887.

Dear Sirs :—I was out of town when my portrait came, so did not receive it till Friday night. I wish to thank you heartily for the portrait and frame. I am more than pleased with the portrait, I call it perfect, and my friends are delighted with it. I have seen a great many crayons copied from photos, but never have I seen such a perfect copy as you have sent me.

Yours respectfully, MRS W. H. GREELEY.

E. P. Waite & Co. ——— Attleboro Falls, Mass., June 13, 1887.

Sirs :—The portrait received June 9th. It was satisfactory, and I consider myself very fortunate in obtaining so good a one. Very truly yours, LILLIAN WILLIAMS.

‘ The Surrender of Cupid.”